

## CV – Ro'i Zultan

Address: Giva'at Bet Hakerem 3/5, Jerusalem, Israel  
Telephone No.: ++972-2-6586804 (office) ++972-2-6434613 (home)  
E-mail: [roi.zultan@mail.huji.ac.il](mailto:roi.zultan@mail.huji.ac.il)

### *Personal info:*

Marital status: Single  
Nationality: Israeli  
Birth date: 15.1.1975  
Birth place: Haifa, Israel

### *Academic:*

Oct. 2005 – Now: PhD. student, program in rationality, The Center for the Study of Rationality, Hebrew University of Jerusalem  
Mar. 2004: M. A. in Psychology and Education within studies towards PhD.  
Oct. 1999 – Now: PhD. student, Academic-Educational-Research psychology, Hebrew University of Jerusalem  
Nov. 2002 – Sep. 2003: Research Fellow, Max Planck Institute for Research into Economic Systems, Jena  
Oct. 1996 – Jul. 1999: B.A. in Psychology and General Studies (Archeology and Geography), Hebrew University of Jerusalem

### *Teaching:*

Apr. 2006 – Mar. 2009: Teaching Assistant, Quantitative Research in Education for graduate students  
Oct. 2006 – Mar. 2007: Lecturer, Teachers as Researchers (Teachers training program)  
Oct. 2005 – Mar. 2006: Lecturer, Game Theory  
Feb. 2005 – Jul. 2005: Teaching Assistant, Methodology and Statistics for graduate students  
Oct. 2004 – Mar. 2005: Lecturer, Games: Theory and Behavior  
Apr. 2004 – Sep. 2004: Teaching Assistant, Measurement of Intelligence

Oct. 2001 – Jul. 2002: Teaching assistant, Research Methods in Education  
Oct. 2000 – Jul. 2001: Teaching assistant and course coordinator,  
Introductory Psychology  
Oct. 1999 – Jul. 2000: Teaching Assistant, Introductory Psychology

*Research interests:*

Rationality  
Bounded rationality  
Communication and Cooperation  
Behavioral Incentives  
Order of play  
Game Theory  
Experimental Methodology

*Publications*

Carsten Schmidt and Ro'i Zultan (2005). The Uncontrolled Social Utility Hypothesis Revisited. *Economics Bulletin*. 3, pp 1-7.  
Carsten Schmidt and Ro'i Zultan (2007). Unilateral Face-to-Face Communication in Ultimatum Bargaining - A Video Experiment. In Oxley, L. and Kulasiri, D. (eds) MODSIM 2007 International Congress on Modelling and Simulation. Modelling and Simulation Society of Australia and New Zealand, pp. 1205-1211.

*Working papers*

Maria Vittoria Levati and Ro'i Zultan (2009). Cycles of Conditional Cooperation in a Real-Time Voluntary Contribution Mechanism. *Discussion Paper #511*. The Center for Rationality, The Hebrew University of Jerusalem.  
Andriy Zapechelnyuk and Ro'i Zultan (2008). Job Market Signaling and job Search. *Discussion Paper #488*. The Center for Rationality, The Hebrew University of Jerusalem.  
Andriy Zapechelnyuk and Ro'i Zultan (2008). Altruism, Partner Choice, and Fixed-Cost Signaling. *Discussion Paper #483*. The Center for Rationality, The Hebrew University of Jerusalem.

Sebastian Goerg, Sebastian Kube and Ro'i Zultan (2007). Treating Equals Unequally - Incentives in Teams, Workers' Motivation and Production Technology. *Bonn Econ Discussion Papers 17/2007*. Bonn Graduate School of Economics, Bonn, Germany.

Ben Greiner, Werner Güth and Ro'i Zultan (2005). Let the Dummy Talk!: Unilateral Social Communication and Discrimination in a Three-Person Dictator Game Experiment. *Working Paper Series in Economics 18*. University of Cologne Department of Economics, Cologne, Germany.

Carsten Schmidt and Ro'i Zultan (2004). Unilateral Face-to-Face Communication in Ultimatum Bargaining - A Video Experiment. *Discussion Papers on Strategic Interaction 35-2004*. Max Planck Institute for Research into Economic Systems, Jena, Germany.

*Other projects:*

An Experimental test of the absent-minded driver "paradox" (with Maria Vittoria Levati and Matthias Uhl)

Communication Strategies in Bargaining Games (with Werner Güth and Ben Greiner)

Human Foraging Behavior (M.A. thesis)

Incentive Reversal in Teams (with Esteban Klor, Sebastian Kube and Eyal Winter)

Order of Play in Games and Competitions (PhD. Dissertation)

Privately Contributing to Public Goods over Time - An Experimental Study (with Werner Güth, Maria Vittoria Levati and Andreas Stiehler)

Probabilistic Public goods (with Sebastian Kube)

Reciprocity to Heterogeneous Contributions in A Public Goods Game (with Luca Corazzini and Sebastian Kube)

Sample Bias and the Endowment Effect (with Matan Tzur)

Short-Term and Long-Term Rate Maximization in Foraging Decisions (with Yaakov Kareev)

Wasting Time to Avoid the Appearance of Wasting Money (with Maya Bar-Hillel and Nitsan Guy)

*Grants and prizes*

Israel Foundations Trustees Grant #27, 2005-2006.

Rector's Prize for Excellence in a Master's Studies, Hebrew University of Jerusalem, 2000.

Dean's list, Faculty of Social Sciences, Hebrew University of Jerusalem, 1997 and 1998

*Conferences, workshops, and talks:*

- Jun. 2009: University of Edinburgh, conference on Relativity, Inequality and Public Policy (Talk: Treating Equals Unequally - Incentives in Teams, Workers' Motivation and Production Technology)
- Mar. 2009: University of Haifa, Economic Science Association Asian Pacific Meeting (Talk: An Experimental Study of Incentive Reversal)
- Feb. 2009: Max Planck Institute for Economics, Jena (Talk: Job Market Signaling and Job Search)
- Sep. 2008: University Lumiere Lyon, Economic Science Association European Meeting (Talk: An Experimental Study of Incentive Reversal)
- Jun.-Jul. 2008: The 19th Jerusalem Summer School in Economic Theory on The Economics of Kenneth J. Arrow, Hebrew University of Jerusalem
- Mar. 2008: Max Planck Institute for research on Collective Goods, Bonn (Talk: Incentive in Teams: Discrimination and Incentive Reversal)
- Mar. 2008: University of Mannheim (Talk: Incentive in Teams: Discrimination and Incentive Reversal)
- Aug. 2007: The 26th Arne Ryde Symposium on Communication in Games and Experiments, Lund University (Talk: communication Strategies in Bargaining)
- Jun. 2007: The 18th Jerusalem Summer School in Economic Theory on The Economic Aspects of Communication and information, Hebrew University of Jerusalem
- Feb. 2007: 16<sup>th</sup>. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem (Talk: Peak or Rare?)

- Jun. 2006: EDN Research Workshop: Topics in Organizational Incentives and Experiment Economics, University of Melbourne
- Jun. 2006: Workshop on Economics and Psychology of Football, The University of Mannheim
- Feb. 2006: 15<sup>th</sup>. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem (Talk: The Uncontrolled Social Utility Hypothesis Revisited)
- Jul. 2005: University of Mannheim (Talk: Pre-play Communication in Simple Bargaining Games)
- Jul. 2005: 14<sup>th</sup> General meeting of the European Association of Experimental Social Psychology, Würzburg (Talk: Pre-play Communication in Simple Bargaining Games)
- Feb. 2005: 14<sup>th</sup>. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem (Talk: Order of Play in Games of Imperfect Information)
- Oct. 2004: Annual conference, The Israeli Society for Cognitive Psychology, Bar Ilan University (Talk: Human Foraging Behavior)
- Aug. – Sep. 2004: Summer Institute on Bounded Rationality in Psychology and Economics, Max Planck Institute for Human Development, Berlin (Talk: Video Experiments As A Way to Control Communication)
- Jun. 2004: The 15th Jerusalem Summer School in Economic Theory on The Economics of Risk Bearing, Hebrew University of Jerusalem
- Dec. 2003: 13<sup>th</sup>. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem (Talk: Let the Dummy Talk)
- Sep. 2003: University of Erfurt, Economic Science Association European Meeting (Talk: Let the Dummy Talk)
- Jan. 2003: Workshop on Bounded Intelligent Extended Rationality (BIER), Humboldt University in Berlin
- Nov. 2001: 12<sup>th</sup>. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem
- Jan. 2001: 11<sup>th</sup>. Annual meeting of the Center for Rationality, Hebrew University of Jerusalem